Ian S. Marx, Esq. (IM 1704) GREENBERG TRAURIG, LLP 200 Park Avenue Florham Park, New Jersey 07932 (973) 360-7900 (973) 301-8410 (Fax)

Of Counsel:

Albert L. Jacobs, Jr., Esq. Daniel A. Ladow, Esq. GREENBERG TRAURIG, LLP Met Life Building 200 Park Avenue New York, New York 10166 (212) 801-9200 (212) 801-6400 (Fax)

Attorneys for Plaintiff
Debt Resolve. Inc.

UNITED STATES DISTRICT COURT DISTRICT OF NEW JERSEY

APOLLO ENTERPRISE SOLUTIONS,

DEBT RESOLVE, INC.,

Civil Action No. 07-103(MLC)

Plaintiff,

DECLARATION OF JAMES D. BURCHETTA

v.

LLC

SUBMITTED IN SUPPORT OF DEBT RESOLVE'S 3/8/07

•

RESPONSE TO THE ORDER

TO SHOW CAUSE ON

JURISDICTION

Defendant.

James D. Burchetta declares as follows:

- 1. I am a lawyer duly admitted in the State of New York, and CEO and Co-Chairman of the plaintiff, Debt Resolve, Inc. ("Debt Resolve").
- 2. I have been the CEO and Co-Chairman of Debt Resolve since its inception in 2003, and am familiar with the facts and circumstances which gave rise to the lawsuit.

- 3. I understand that this Declaration is being submitted in support of Debt Resolve's memorandum dated March 8, 2007 in response to the Court's Show Cause Order concerning jurisdiction.
- 4. Each of the parties offers and provides its software platform or system to creditors throughout the U.S. for nationwide use with debtors. Debt Resolve understands, for example, that Apollo provides it system to the Bank of America and its debtors. When a debtor interacts with Debt Resolve's system, the debtor is interacting directly with a computer software system maintained and administered by Debt Resolve. Debt Resolve understands that Apollo's accused system, in that respect, works exactly the same way. Thus, when a debtor interacts with Apollo's system, he or she is interacting, directly accessing, an online computer software system that is maintained and administered by Apollo. Apollo's contract may be with the creditor, who licenses the accused system, but Apollo operates the accused system and the debtor interacts directly with Apollo's accused infringing system.
- 5. The creditors with whom Debt Resolve and Apollo contract typically have a national portfolio of debtors to whom such an online debt collection system is made available. For example, it is my understanding that Apollo provides services for the Bank of America to invite its customers nationwide to make payments using the Apollo system. I believe that the Bank of America, one of the country's leading financial institutions, conducts substantial business within the State of New Jersey and very likely has many debtors who are New Jersey residents.
- 6. Because New Jersey is one of the most populous states in the country, such a portfolio must, as a statistical matter, or must almost certainly, include debtors

2

located in New Jersey (as well as in New York). Debt Resolve's own experience bears this out. Debt Resolve has thousands of New Jersey debtors within its debtor portfolios, of which close to 1000 are registered to use its system. (Similar figures pertain with respect to New York debtors.) Given its knowledge and experience in this industry, Debt Resolve has every reason to expect that Apollo also has a substantial number of New Jersey (and New York) debtors within its debt portfolios and has a similar number of New Jersey (and New York) debtors to whom the accused system has been specifically offered for use and/or who have actually used the accused system.

- 7. Apollo offers for sale an online collection system to clients throughout the United States, including but not limited to New Jersey. The defendant, like Debt Resolve, solicits major U.S. banks, collection agencies and debt buyers, in part, by attending trade shows and conventions. These shows and conventions are attended by prospective customers who have offices within the State of New Jersey (as well as within the State of New York) and have customers in and derive substantial revenue from New Jersey residents. Attached as Ex. A is a list that includes prospective New Jersey customers who attended a recent debt buyer's convention in Las Vegas, Nevada on February 7-9, 2007. Apollo was present at this show through its sales representative, Edward Fontaine, who, I believe, had discussions with these New Jersey customers.
- 8. Apollo has attended numerous other trade conferences and conventions where I believe they have solicited New Jersey customers, including, for example, those listed in Ex. B. hereto.
- 9. Defendant's sales representative for the Northeast of the United States is Edward Fontaine. Until June 30, 2006, he was an employee of Debt Resolve. I had a

3

recent conversation with Mr. Fontaine at the Collection Technology trade show in Las Vegas, Nevada on January 24, 2007, at which time Mr. Fontaine made the following statement: "Things are going great. It's easy for me to meet clients in New York, New Jersey and Pennsylvania since I live in Rhode Island."

- 10. By these statements I understood Mr. Fontaine to be acknowledging that Apollo seeks and conducts business within the State of New Jersey. New York and New Jersey, particularly the New York metropolitan area, have a large concentration of prospective customers in the collection and debt buying industry, including MRS Associates in Cherry Hill, New Jersey.
- 11. Based on reports from my sales staff, I believe that, at least as of last year, Apollo was affirmatively seeking business from MRS Associates in Cherry Hill, New Jersey, as was Debt Resolve.
- 12. Based on the foregoing, it is my belief that Apollo has mailed marketing materials and/or conducted numerous communications via email and telephone with prospective customers within the state of New Jersey.
- 13. Apollo maintains a company website at www.apolloenterprise.com. This website is distinct from Apollo's web-based accused infringing system. Through the company website, prospective customers, including those from New Jersey, can schedule a live web demonstration of Apollo's products, submit questions to be answered by Apollo personnel, or request contact from an Apollo sales representative. The website indicates that such responses or demonstrations are provided by Apollo after the prospective customer submits the appropriate contact information (name, company name,

address (including city, state and zip code), phone number, e-mail address, and company

website) through an online form.

14. Debt Resolve has less than 20 employees, including four executive

officers, all of whom work in New York, and has one office, which is in White Plains,

New York. Debt Resolve has no offices, facilities, local telephone listings or bank

accounts in California, nor does it own or lease any real property or employ any persons

in California. Debt Resolve has not filed a Certificate of Qualification in California.

Debt Resolve perceives no reason why it would be any more of a burden for Apollo to

litigate these issues in New Jersey, or in another forum on the East Coast, than it would

be for Debt Resolve to litigate these issues in the Central District of California.

15. I declare under penalty of perjury under the laws of the United States of

America that the foregoing is true and correct.

March 8, 2007

James D. Burchetta

) Bro (1900)11-

Exhibit A

155 Mid Atlantic Parkway 155 Mid Atlantic Parkway 216 Sylvan Avenue 216 Sylvan Avenue 210 Sylvan Avenue 170 Changebridge Road Suite D4 170 Changebridge Road Suite D4 170 Changebridge Road, Bldg, D4 170 Changebridge Road, Bldg, D4 170 Changebridge Road, Bldg, D4 170 Changebridge Road, Blda, A4	170 Changebridge Road, Suite A4 475 Market Street 62 Arrowhead Dr. 1040 Route 73 South 1040 S. Route 73 7 Century Drive 277 Fairfield Road, Suite 309 5218 Atlanfic Avenue, Suite 202 5218 Atlanfic Avenue, Suite 101 P. O. Box 500 1119 Springfield Road 577 Harrburg Tumpike	101 Heldcrest Avenue, Karitan Piaza III, 4th Floor 401 Route 70 East 3 Executive Campus, Suite 400 110 S. Jefferson Rd., Suite 104 110 S. Jefferson Rd., Suite 104 110 S. Jefferson Rd. Suite 104 695 Rancocas Road 695 Rancocas Road 16 Wing Drive 16 Wing Drive 16 Wing Drive 16 Wing Drive 17 Forest Avenue 18 Forest Avenue 19 Forest Avenue 19 Forest Avenue 10 Forest Avenue 11 Chest Avenue 12 Ranney Road 13 Ranney Road 14 P.O. Box 429 150 College Road East, Suite 1800 160 Route 138 W 17 Chestrut Hill
Accounts Receivable Management, Inc. Accounts Receivable Management, Inc. Asta Funding, Inc. Asta Funding, Inc. Asta Funding, Inc. Automated Collection Control, Inc. Commercial Lagal Software, Inc.	Commercial Legal Software, Inc. CSG Acquisitions Inc Debt Services Group Dial Connection, L.C Dial Connection, L.C Fillimerica, Inc. Fillimerica, Inc. Fillimerica, Inc. Global Connect Global Connect Global Connect Loudin & Warshaw, P.C. Hayt, Hayt & Landau, I.L. Jackson Capital, Inc. Laridfan Consulting, Inc.	Mattleman, Weinroth & Milter MRS Associates, Inc. New Century Financial Services Phillips & Cohen Associates, Ltd. Pressler & Pressler, L.L.P. Pressler & Pressler, L.L.P. Pressler & Pressler, L.L.P. Pressler & Pressler, L.L.P. RAB Performance Recoveries, LLC RealEDA Information Services SM Financial Services Corporation vCollect Global Inc. Velocity Asset Management, Inc.
Endlein Burch Smith Bellinson Knight Anderson Rosenfeld Braverman Meehan	Goddman Goddberg Hull Sargent Vesper Kahn, Esq. Henderson Filliman Myers Blird Tobia Rubin Tuchman Mesce	Acronosal Freedman Sombers Esposito Piras Cohen, Esq. Philips Piero Felt Nicholls Eichentaum Christopher Mitnick Chiodo Mastirani Adkinson Ragan, Jr. Hanna
Eric Joe Lorri Nan Robert Celeste Warren Faith John	Stevan David Sam David Michael Phil Floyd Thomas Robert Dallin Michael Martin Samuel Thomas	Newn Saul Eric Jeffrey Diane Adam Mathew Albert Gerard Shannon Andrew Richard Gary Steven Michael James Adam W.: Peter
Thorofare Thorofare Thoroface Englewood Cliffs Englewood Cliffs Englewood Cliffs Montville Montville Montville	Montuille Eimwood Park Burlington Berlin Berlin Parsippany Fairfield Fairfield Fairfield Mays Landing Mays Landing Mays Landing Mays Landing Ways Landing Pine Brook Eatontown Union Wajane	Cherry Hill Cherry Hill Whippany Whippany Whippany Whippany Whippany Westampton Westampton Cedar Knolls Cedar Knolls Cedar Knolls Paramus Paramus Paramus Paramus Paramus Walley Frenchtown Wall Wall Wall
222222222	ZZZZZZZZZZZZZZZZZZ	222222222222222222222222222222222222222

Exhibit B

Casasa: 0707ve0004053114USRTJBDoc0000centeln29-2 Filleide0503008020007 Pargaga of of 9

Trade Shows & Collection Attended by Debt Resolve

2006

2/7/06-2/9/06: 9th Annual Debt Buyer's Association Conference – Las Vegas, NV

3/15/06-3/17/06: National Collection & Credit Risk

5/2/06-5/5/06: CRS2006 Conference – Las Vegas, NV

5/10/06-5/12/06: Auto Finance Operations & Technology Summit Conference

5/18/06-5/19/06: NARCA 2006 Spring Collection Conference

6/7/06-6/9/06: CB Collections Conference - New Orleans

9/5/06-9/8/06: Debt Connection Symposium – LA

9/14/06-9/15/06: National Investment Banking Association – Chicago

10/11/06-10/13/06: Card Collection Conference - Las Vegas, NV

11/14/06 Debt Sales Conference – Toronto, Canada

12/7/06 - 12/8/06 Collection Advisor Tech - Las Vegas

<u> 2007</u>

1/24/07-1/27/07: Collection Technology Summit - Las Vegas, NV

2/7/07-2/10/07: 10th Annual Debt Buyer's Association Conference – Las Vegas, NV

2007 Scheduled Trade Shows

3/11/07 - 3/13/07: 11th Annual Nat'l Collections Credit & Risk Conference - Boca Raton, FL

4/11- 4/13/07: Credit and Collection News Conference - Palm Desert, CA

4/14-4/18/07: American Gas Association/ EEI Customer Service Conference and Exposition -

Indianapolis, IN

4/22/07-4/24/07: 19th Annual Card Forum & Expo -Boca Raton, FL

5/16/07-5/17 2007 Credit Show 2007 - London, England

10/9/07-10/10/07: Uncollectibles Workshop - Newport, RI